



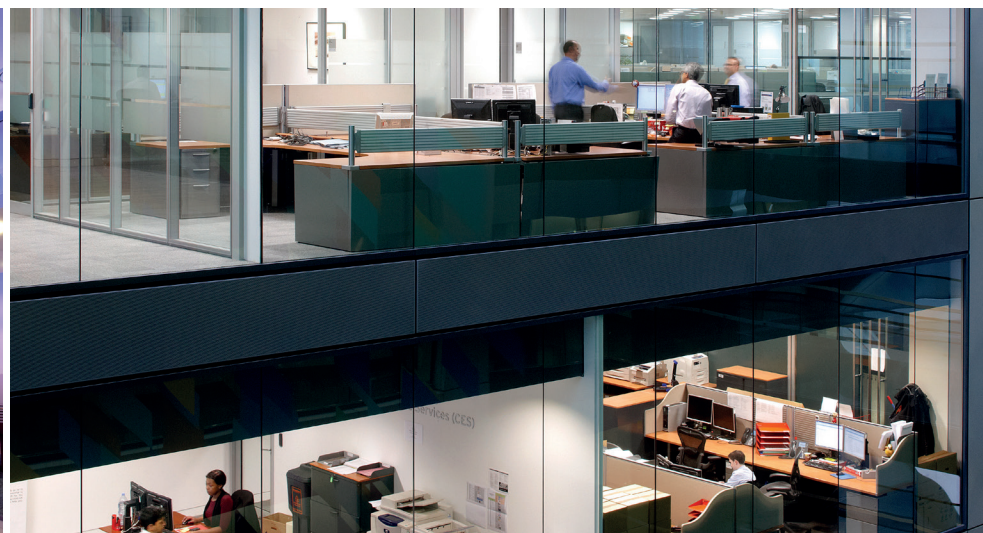
PHILIPS

LaaS

Welcome to **Light as a Service**

Let your light **pay for itself...**
keep the **money in your pocket**

Within Philips Lighting, we strive not to sell what we have, but to deliver what our customer really needs. To do so, we aim at a deep understanding of your specific and individual requirements. Based upon real customer needs, we design a lighting solution that not just delivers what is needed, but exceeds the customer's expectation. By applying this customercentric approach, we will create a solution that pays **for itself through the energy savings** you make. **Welcome to Light as a Service.**





Bespoke solutions for our customer



Reduce Lighting energy consumption up to 80%

Energy efficient light sources along with intelligent control systems allow significant energy consumption reduction



HVAC Integration savings up to £7 sqm / yr

Feedback occupancy data to building-management systems, allowing optimal control of HVAC and saving energy costs



Building optimisation Workspace utilisation improvement and space management



Sustainability Broader energy management and carbon footprint reduction

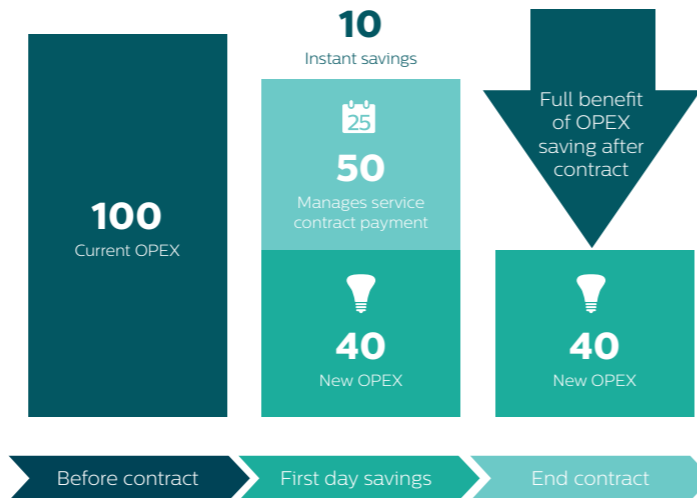


Personal Control Increase of employee's comfort to higher productivity

A lighting solution that pays for itself

- Keep the money in your pocket. Use your cashflow savings on other areas of your business.
- Client does not need to spend any budget on the luminaires
- Client does not have to worry about maintenance, replacements, servicing or repairs
- Customer is able to take advantage of the energy savings and cost savings
- Fixed monthly rate is within customer's budget spend and allows the customer to plan spending
- The risk level is none as you are buying light as a service like other utilities, such as water, gas and broadband. We build and maintain the lighting infrastructure.
- Turnkey implementation from Philips, a leader in connected lighting
- We take care of the design, installation, commissioning, and all maintenance whilst you focus on your business

State-of-the-art LED technology cuts energy costs up to 60% instantly



Smart algorithms and light recipes increase usage efficiency

Love the concept. What is the process?



1. Plan & Design

We do a lighting assessment to see the current installation and can identify the potential savings.



2. Build

We work with you and our design team on the customised connected lighting solution



3. Operate

After a proposed solution is agreed, we will take care of the rest. We will dispose of the old luminaires, and deliver, install, and commission the new lighting system.



4. Maintain & Optimise

And as part of the full service, we will manage all the maintenance and repair work throughout the life of the contract.

Pay as you save plan example: How it's calculated

Office Lighting Renovation project with LED luminaries:

Office space– 9,500 m2

From T8 36W to POWERBALANCE 22W LED luminaire

Annual energy + maintenance savings	€163,900
Payment period	5 years
Monthly energy + maintenance cost savings	€13,700
Monthly payments	€9,800
Net monthly savings	€3,900
Net monthly savings after 5 years	€13,700

Note: Example based on an actual project proposal from CEE region

Projects pay for themselves

- No down payment
- Positive monthly cash flow from first month
- Realize full monthly savings when project is paid off

**Upgrading your office
with better light has
never been easier.**

*“I’m not interested in the product,
just the performance. **I want to
buy light, and nothing else.**”*

Thomas Rau, RAU Architects

